

## Message Text

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SUBJECT: EGYPT/US JOINT BUSINESS COUNCIL PLANS FOR JOINT CHAMBER  
OF COMMERCE

REF: A. 75 CAIRO 12462, B. 75 STATE 297019

SUMMARY. PREPARATIONS FOR JOINT EGYPTIAN/AMERICAN CHAMBER OF  
COMMERCE ARE CONTINUING. ORGANIZATIONAL COMMITTEE COMPOSED OF  
PRIVATE AMERICAN BUSINESSMEN MET WITH AMB TO DISCUSS CHAMBER'S  
FUNCTIONS AND ORGANIZATIONAL STRUCTURE. EGYPTIAN AND AMERICAN  
ORGANIZATIONAL COMMITTEE WILL MEET SOON. END SUMMARY

1. AT ITS INAUGURAL MEETING IN OCTOBER, EGYPT/US BUSINESS  
COUNCIL PROPOSED FORMATION OF JOINT AMERICAN/EGYPTIAN CHAMBER  
OF COMMERCE. EGYPTIAN WORKING COMMITTEE HEADED BY AHMED  
EFFAT, HAS ALREADY ORGANIZED ITSELF AND EXPRESSED DESIRE MEET  
WITH AMERICAN COUNTERPARTS. IN EFFORT CATALYZE ORGANIZATION  
OF AMERICAN SIDE, AMB SENT LETTERS TO VARIOUS HEADS OF US  
BUSINESS ORGANIZATIONS IN EGYPT INQUIRING RE THEIR WILLINGNESS  
HELP ORGANIZE AMERICAN SIDE. SINCE ALL RESPONDED AFFIRMATIVELY,  
AMB MET WITH COMMITTEE OF AMERICAN BUSINESS COMMUNITY EXECUTIVES  
FEB 4 TO DISCUSS PLANS FOR CHAMBER. WHILE CAUTIOUS, COMMITTEE  
WILLING EXPLORE PROSPECTS OF CREATING ORGANIZATION WHICH WILL  
HAVE MEANINGFUL ROLE BOTH FROM AMERICAN BUSINESS AND EGYPTIAN  
DEVELOPMENT POINT OF VIEW. AT INVITATION HIS PEERS, JOHN  
GOODRIDGE, VICE PRESIDENT OF FIRST NATIONAL CITY BANK, AGREED  
TO SERVE AS TEMPORARY CHAIRMAN OF AMERICAN ORGANIZATIONAL COM-  
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MITTEE. AMERICAN COMMITTEE PLANS TO MEET SOON WITH ITS EGYPTIAN

COUNTERPART.

2. MEMBERS OF AMERICAN ORGANIZATIONAL COMMITTEE FELT THAT CHAMBER MIGHT PERFORM SERIES OF USEFUL FUNCTIONS, INCLUDING COUNSELING OF AMERICAN BUSINESS VISITORS OF POTENTIAL INVESTORS. CHAMBER ALSO COULD ASSIST IN POSITIVE FASHION IN DEFENDING US BUSINESS INTERESTS IN REPRESENTATIONS BOTH PARALLEL TO AND BEYOND THOSE MADE BY EMBASSY. THESE REPRESENTATIONS COULD BE MADE TO PROMOTE PRIVATE AMERICAN INVESTMENT AND TO ENCOURAGE THE EGYPTIAN GOVERNMENT TO BE MORE RECEPTIVE AND UNDERSTANDING OF AMERICAN BUSINESS REQUIREMENTS AND PURPOSES. US MEMBERS OF THE ORGANIZATIONAL COMMITTEE EXPRESSED BELIEF THAT THEIR ROLE IN ENCOURAGING US PRIVATE INVESTMENT COULD BE COMPLEMENTED BY EFFORTS TO PROMOTE CONTINUED DEVELOPMENT AND EXPANSION OF EGYPTIAN PRIVATE SECTOR.

3. IN PURSUING THESE OBJECTIVES, COMMITTEE MEMBERS REALIZED THAT THERE IS DEGREE OF OVERLAP IN FUNCTIONS OF CHAMBER AND JOINT BUSINESS COUNCIL. HOWEVER, THEY ARE OF OPINION THAT, WITH THEIR LOCAL EXPERIENCE AND CONTACTS, THEY ARE IN POSITION TO BRIDGE GAP IN UNDERSTANDING BETWEEN THE OCCASIONAL VISITS OF SENIOR AMERICAN EXECUTIVES AND EGYPTIAN COUNCIL MEMBERS. THEY BELIEVE THAT THROUGH REGULAR AND SUSTAINED CONTACTS THEY CAN CONVEY TO THE EGYPTIAN MEMBERS BELONGING TO GOE A BETTER UNDERSTANDING OF HOW MODERN BUSINESS OPERATES. EGYPTIAN MEMBERSHIP THUS WOULD BE EXPOSED TO AMERICAN DECISION-MAKING AND HAVE AN OPPORTUNITY TO GAIN EXPERIENCE OF US BUSINESS PRACTICES.

4. AMERICAN COMMITTEE WILL BE MEETING EARLY NEXT WEEK TO DEFINE MORE CAREFULLY THEIR VIEW OF OBJECTIVES AND FUNCTIONS OF THIS ORGANIZATION. CAREFUL DEFINITIONS OF FUNCTIONS WILL HELP TO AVOID FUTURE MISUNDERSTANDINGS. EGYPTIAN AND AMERICAN SIDES SHOULD HAVE REALISTIC EXPECTATIONS OF ROLE THAT SUCH A CHAMBER COULD PLAY.

5. SOME DAYS LATER, US COMMITTEE WILL MEET WITH EGYPTIAN COUNTERPART COMPOSED OF DR. AHMED EFFAT (CHAIRMAN), DR. HADI MAGHRABI (FORMER SUPPLY MINISTER AND BUSINESS COUNCIL MEMBER), SAYED SALEM (BUSINESS COUNCIL MEMBER), AND DR. AHMED TEWFIK  
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(DIRECTOR GENERAL, FEDERATION OF EGYPTIAN INDUSTRIES AND FORMER UNDERSEC IN MININDUSTRY).

6. ACTION REQUESTED: DEPARTMENT PLEASE PASS THIS INFORMATION TO US BUSINESS COUNCIL CHAIRMAN THOMAS MURPHY OF GENERAL MOTORS AND JOHN BREWER OF US CHAMBER OF COMMERCE.  
EILTS

NOTE BY OCT: NOT PASSED ABOVE.

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